

# Breakthrough Worksheet



Name \_\_\_\_\_ Title \_\_\_\_\_ Phone \_\_\_\_\_

Organization \_\_\_\_\_ Website \_\_\_\_\_

Year Founded \_\_\_\_\_ # Employees \_\_\_\_\_ Industry \_\_\_\_\_

Sales 2017 \$ \_\_\_\_\_ 2018 \$ \_\_\_\_\_ 2019 (est.) \$ \_\_\_\_\_

## Phase I: Situational Analysis

Top Financial Issues	This problem is (check 1 per box):
1.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
2.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
3.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
Top Operational Issues	
1.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
2.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
3.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
Top Cultural Issues	
1.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
2.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
3.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
Top Spiritual Issues	
1.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
2.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us
3.	<input type="checkbox"/> Stable <input type="checkbox"/> Getting Worse <input type="checkbox"/> Overwhelming us

From all the above, what do YOU sense is the #1 issue at the heart of your business breakthrough?

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What have you tried so far that has not yet worked?

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